

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LONDON IMMEDIATE

C O N F I D E N T I A L STATE 128118

STADIS////////////////////////////////

EXDIS FOR CIVAIR DELEGATE

E.O. 11652: GDS

TAGS: EAIR, UK

SUBJECT: CIVAIR: US-UK CIVAIR NEGOTIATIONS

1. FOLLOWING IS UNCLEARED DRAFT PRESIDENT-PRIME MINISTER
LETTER FOR YOUR COMMENT:

QUOTE DEAR JIM: I UNDERSTAND FROM AMBASSADOR BOYD, HEAD
OF OUR DELEGATION TO THE BERMUDA AGREEMENT RENEGOTIATIONS,
THAT VERY LITTLE PROGRESS HAS BEEN MADE DURING THE LAST
SEVERAL WEEKS. WE HAVE PUT FORWARD PROPOSALS WHICH WE
BELIEVE ARE RESPONSIVE TO YOUR BASIC CONCERNS. THEY WOULD
RESULT IN GREATER OPPORTUNITIES FOR BRITISH AIRLINES, AND
RESTRICTED OPERATIONS BY U.S. AIRLINES, SO THAT YOU COULD
ACHIEVE THE MORE EQUITABLE BALANCE OF BENEFITS YOU DESIRE.
THEY WOULD INTRODUCE A CAPACITY REGIME WHICH WOULD PROVIDE
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YOU WITH THE MORE FORMAL ASSURANCE AGAINST EXCESS CAPACITY
THAT YOU HAVE SOUGHT. THEY WOULD ESTABLISH A SYSTEM OF
CONSULTATIONS ON FARES WHICH WOULD HELP ELIMINATE THE
DISAGREEMENTS THAT HAVE TROUBLED YOU IN THE PAST.

QUOTE NEARLY ALL OF THE MAJOR PROPOSALS THAT WE HAVE MADE
TO MEET YOUR CONCERNS HAVE REQUIRED US TO DEROGATE SUB-

STANTIALY FROM THE COMPETITIVE PRINCIPLES THAT WE BELIEVE
ARE ESSENTIAL FOR A HEALTHY INTERNATIONAL AVIATION SYSTEM.

IT WAS VERY DIFFICULT FOR US TO OFFER YOU SUCH CONCESSIONS
AS REDUCING SIGNIFICANTLY THE RIGHT OF U.S. AIRLINES TO
FLY TO POINTS BEYOND LONDON AND LIMITING VERY NARROWLY
THE RIGHT OF THE U.S. GOVERNMENT TO DESIGNATE MORE THAN
ONE U.S. AIRLINES TO OPERATE ON A PARTICULAR ROUTE. WE
HAVE MADE THESE AND OTHER CONCESSIONS BECAUSE WE WANT TO
CONTINUE OUR HEALTHY BILATERAL AVIATION RELATIONSHIP AND
WE REALIZE THAT IN ORDER TO DO SO WE MUST HAVE AN AGREE-
MENT THAT REFLECTS YOUR POINT OF VIEW AS WELL AS OURS.

QUOTE OUR PROPOSALS REFLECT YOUR POINT OF VIEW. THE
PROPOSALS PUT FORWARD BY YOUR NEGOTIATORS DO NOT REFLECT
OUR POINT OF VIEW. THEY IGNORE THE STRENGTH OF OUR
COMMITMENT TO COMPETITION, AND THEY DO NOT TAKE INTO
ACCOUNT THE IMPORTANCE WE ATTACH, FOR POLITICAL AND
SECURITY AS WELL AS ECONOMIC REASONS, TO MAINTAINING A
VIABLE U.S. INTERNATIONAL CIVIL AVIATION NETWORK.

QUOTE I SINCERELY HOPE THAT YOU WILL FIND OUR PROPOSALS
ACCEPTABLE AS THE BASIS FOR A NEW AGREEMENT. IF YOU DO
NOT, I AM AFRAID THAT WE WILL FACE SERIOUS AVIATION
PROBLEMS AFTER JUNE 22, WHEN THE PRESENT AGREEMENT
EXPIRES, FOR I AM CONVINCED THAT ANY FURTHER CONCESSIONS
ON OUR SIDE WOULD BE TOTALLY INCOMPATIBLE WITH SOUND
INTERNATIONAL AVIATION POLICY. SINCERELY, UNQUOTE

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2. BEFORE PRESENTING THIS PRELIMINARY DRAFT TO WHITE
HOUSE FOR APPROVAL WE WOULD LIKE TO HAVE YOUR COMMENTS ON
ITS CONTENT AND TIMELINESS IN LIGHT OF DEVELOPMENTS AT
TODAY'S MEETING. YOU ARE AUTHORIZED TO HAVE DELEGATION
CHAIRMAN LEAVE DEPUTY IN CHARGE OF DELEGATION WITH UNDER-
STANDING WE REMAIN READY TO NEGOTIATE SERIOUSLY IF BRITISH
WILLING TO SHOW SIGNS OF FLEXIBILITY. ENTIRE DELEGATION
IS NOT RPT NOT TO LEAVE UNLESS SPECIFICALLY INSTRUCTED.
(THIS SUPERCEDES INSTRUCTIONS GIVEN IN PARA 1 OF
STATE 127877.)

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